

Message Text

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ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 DOTE-00 CG-00 /017 W
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R 240940Z APR 75
FM AMCONSUL KARACHI
TO SECSTATE WASHDC 8793
USDOC WASHDC
INFO AMEMBASSY ISLAMABAD
AMEMBASSY TEHRAN
AMCONSUL KHORRAMSHAHR

UNCLAS KARACHI 0719

E.O. 11652: N/A
TAGS: BEXP IR
SUBJECT: SHIPBUILDING AND PORT EQUIPMENT TRADE MISSION

REF: KARACHI 0711

USDOC FOR CAGNE, OIM/FE AND SAD

1. WHILE TWO MEMBERS (STRIBLING OF ELLICOTT INTERNATIONAL AND HALDERMAN OF CATERPILLAR) LEFT MISSION AT TEHRAN, REMAINING TEN WHO PROCEEDED TO KARACHI GENERALLY HIGHLY ENTHUSIASTIC ABOUT POSSIBILITIES FOR DEVELOPING TRADE WITH PAKISTAN. ALTHOUGH QUESTIONS OF FINANCING INVARIABLY ARISE, PAKISTANI AGENCIES HAVE CAREFULLY ASSESSED BOTH THEIR LIMITATIONS AND CAPABILITIES AND DEVELOPED REALISTIC PROGRAMS FOR REDUCING PRESENT PORT CONGESTION AND MEETING FUTURE TRAFFIC REQUIREMENTS. IF EXPECTED LOANS RECEIVED FROM IBRD, IDA, AND ADB, INTERNAL FINANCING ALSO IS ASSURED FOR ORDERLY PORT EXPANSION WHICH MAY WELL INCLUDE SIGNIFICANT PURCHASES OF US GOODS AND SERVICES.

2. WITH WHOLEHEARTED COOPERATION OF CONSULATE GENERAL FIVE-DAY VISIT (APRIL 18 - 22) PROCEEDED SMOOTHLY AND WAS PRODUCTIVE THROUGHOUT. FOLLOWING THROUGH INTRODUCTORY BRIEFING BY KEY OFFICERS, WELL ATTENDED PRESS CONFERENCE LED TO NUMEROUS STORIES IN LOCAL PRESS SUPPLEMENTING EXCELLENT ADVANCE PUBLICITY.

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EM BUSINESS CONTACTS BEGAN APRIL 19 WITH GROUP VISIT TO KARACHI

SHIPBUILDING AND ENGINEERING WORKS, WHOSE CAPABILITIES IMPRESSED MISSION MEMBERS AND LED TO CONSIDERATION OF US PURCHASE OF FOUNDRY PRODUCTS TO BALANCE PROPOSED KSEW PURCHASES OF US SHIPBUILDING EQUIPMENT. MEETING WITH KSEW MANAGING DIRECTOR COMMODORE S.B. SALIMI ALSO COVERED BY PRESS AND PAKISTANI TELEVISION SERVICE, WHICH THAT EVENING RAN ABOUT THREE MINUTES OF PICTURES DURING PRIME VIEWING TIME. FURTHER ACTIVITIES THAT DAY INCLUDED INDIVIDUAL APPOINTMENTS FOR NEARLY ALL MEMBERS IN WELL APPOINTED BUSINESS INFORMATION CENTER ORGANIZED AT CONGEN. SATURDAY EVENING RECEPTION HOSTED BY CONSUL GENERAL ATTRACTED ABOUT 125 OF MOST PROMINENT PAKISTANI AND RESIDENT US BUSINESSMEN FROM PORTS, SHIPPING AND RELATED FIELDS (STEEL, OIL, ETC.).

4. SUNDAY, APRIL 20, MOST MISSION MEMBERS ACCEPTED INVITATION OF KARACHI PORT TRUST FOR TOUR OF HARBOR AND AFTERNOON PICNIC ON SHORES OF INDIAN OCEAN. KPT FOLLOWING MORNING DEMONSTRATED ITS HYDRAULIC MODEL OF PORT AND TOOK GROUP ON TOUR OF WHARFS AND FREIGHT FACILITIES, FOLLOWED BY BUSINESS DISCUSSION WITH KPT CHAIRMAN REAR ADMIRAL S ZAHID HASNAIN. LATTER EXPRESSED INTEREST IN ACQUIRING SYSTEM FOR UNLOADING AND TEMPORARY STORAGE OF 8 - 10 THOUSAND TONS PER DAY OF WHEAT, BUT, WITH PRESENT MISSION MEMBERS UNABLE TO OFFER PROPOSAL, CONTRACT IS LIKELY TO GO TO ONE OF TWO EUROPEAN BIDDERS WHO HAVE ALREADY MADE OFFERS. SOME PARTICIPANTS, HOWEVER, CONTINUED PRIVATE DISCUSSIONS WITH KPT DIRECTORS ABOUT OTHER POSSIBILITIES.

5. FINAL GROUP ACTIVITY WAS CONVERSATION ON APRIL 22 WITH COMMODORE I.H. MALIK AND OTHER DIRECTORS OF PORT QASIM AUTHORITY, WHOSE PLANS FOR DEVELOPING NEW PORT ABOUT 20 MILES EAST OF KARACHI OPEN UP SIGNIFICANT LONG-RANGE POSSIBILITIES. WELL CONCEIVED DESIGN CALLS FOR INITIAL BULK CARGO FACILITIES PROPOSED FOR COMPLETION BY END OF 1976, SPECIAL WHARF AND BULK CONVEYOR SYSTEM BY 1977 OR 1978 FOR PLANNED MILLION-TON PAKISTANI STEEL WORKS, PLUS PROJECT FOR PETROLEUM COMPLEX NEAR MOUTH OF CHANNEL AT LATER TIME. ALTHOUGH GOOD NATURAL CHANNEL EXISTS FOR THIS PORT, SIGNIFICANT DREDGING REQUIREMENTS EXIST, AND USDOC MAY WISH TO ADVISE BEAN AND ELLICOTT REPRESENTATIVES THAT THIS MARKET WARRANTS FURTHER INVESTIGATION.

6. WHILE FOUR MEMBERS LEFT KARACHI NIGHT OF APRIL 21 -22
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BEFORE OFFICIAL CONCLUSION OF MISSION, EXCEPT FOR INTERNATIONAL PAINT REPRESENTATIVE, THEIR DEPARTURE REFLECTED PROBLEM OF AWKWARD FLIGHT SCHEDULES RATHER THAN DISSATISFACTION WITH RESULTS. EVEN LUFKIN TRAILER REPRESENTATIVE, WHOSE PROPOSALS FOUND LITTLE RESPONSE, WAS ENTHUSIASTIC ABOUT COOPERATION EXTENDED MISSION BY BOTH CONGEN AND LOCAL HOSTS AND CONSIDERED VISIT ST INFORMATIVE. OTHERS REALIZE MARKET IS NOT AS WEALTHY AS IRAN BUT FEEL PAKISTANIS ARE PREPARED TO DEAL ON

REALISTIC BASIS. SEVERAL PLAN CONTINUING CONTACTS FOR DETAILED DISCUSSION OF FINANCIAL AND TECHNICAL REQUIREMENTS. DURING VISIT C.R. MORGAN OF HARNISCHFEGGER CORPORATION ANNOUNCED APPOINTMENT (CLEARED FOR PUBLICATION) OF NEW NATIONAL AGENT, RM.M. COOPER OF CONSOLIDATED EQUIPMENT CO, KARACHI.

7. NO IMMEDIATE SALES, BUT TEN MEMBERS OF GROUP WHO VISITED PAKISTAN EXPECT BUSINESS WITHIN NEXT 12 MONTHS AT LEAST EQUAL TO DOLS10 MILLION REPORTED FOR IRAN. GREATEST SUCCESS STORY INVOLVED STRONG INTEREST IN TUG BOATS AND HARBOR CRAFT DEVELOPED BY JOHN B. MARIER OF MONARK BOAT COMPANY, WHO STATED APPOINTMENTS ARRANGED BY CONGEN WERE WELL SCREENED AND OF HIGHEST CALIBER. OUR VISIT HERE WAS EXCELLENT AND SHOULD PROVE VERY PROFITABLE" (CLEARED FOR PUBLICATION).

8. OTHER COMMERCIAL OPPORTUNITES UNCOVERED DURING COURSE OF MISSION ACTIVITES IN KARACHI INCLUDE POSSIBILITY FOR SALES OF NAVIGATIONAL AIDS INCLUDING BUOYS AND RADIO EQUIPMENT, SHIP DECK GEAR INCLUDING LIGHTS, HORNS, WINCHES, ETC. AND PORT AUXILIARY EQUIPMENT INCLUDING FIRE-FIGHTING BOATS, ETC. ALSO REQUIRED WILL BE RADAR NAVIGATIONAL AIDS FOR APPROACH CHANNELS AND BUMPERS AND FENDERS OF ALL SORTS FOR PORT QASIM. IN RELATED SECTOR, MISSION MEMBERS DISCOVERED STRONG PAKISTANI INTEREST IN OFFSHORE DRILLING EQUIPMENT. TIGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 24 APR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975KARACH00719
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750144-0132
From: KARACHI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750421/aaaaatnd.tel
Line Count: 140
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 KARACHI 0711
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 08 JUL 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <08 JUL 2003 by SilvaL0>; APPROVED <03 FEB 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SHIPBUILDING AND PORT EQUIPMENT TRADE MISSION
TAGS: BEXP, IR
To: STATE COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006